

# Compressed Natural Gas Vehicles: The Road to a Cleaner Future

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# Fleet By The Numbers

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**74,942** Vehicles

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**24,840** Wheeled Eq. Units

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**99,782** Combined Fleet

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**731M** Miles Driven Annually

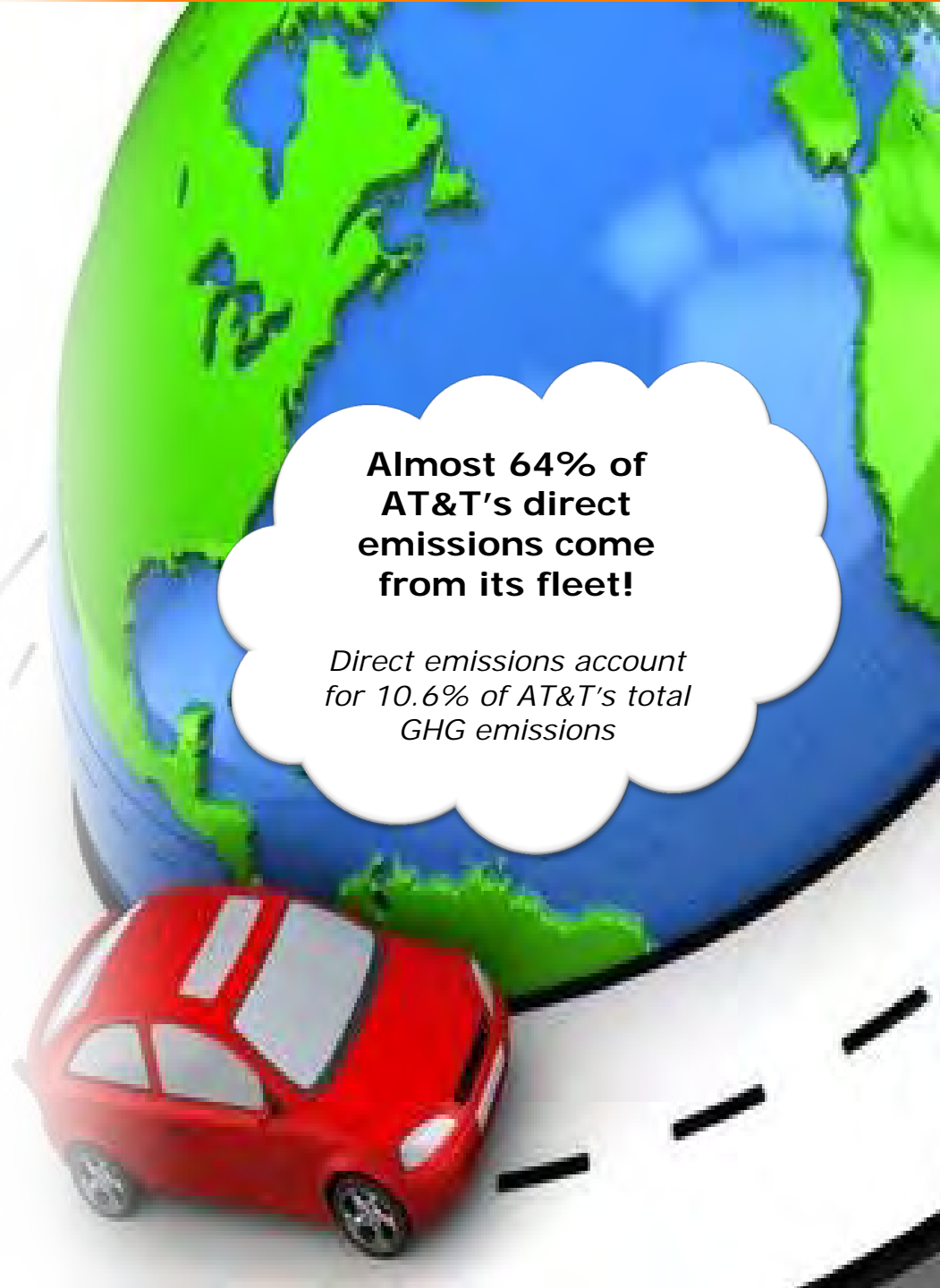
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**67M** Gal. Purchased Annually

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**5,658** Parking Locations

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**Almost 64% of  
AT&T's direct  
emissions come  
from its fleet!**

*Direct emissions account  
for 10.6% of AT&T's total  
GHG emissions*

# Gaining Experience

## 2007...Piloted 4 AFVs



- Initial AFV pilot program
  - 4 Hybrid Ford Escapes deployed in California
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## 2008...Trialed 105 AFVs



- 65 Passenger hybrid electric vehicles (HEVs)
- 15 Hybrid electric conversion work trucks
- 25 Compressed natural gas (CNG) vans

# Our March 2009 Announcement



**“AT&T To Invest up to \$565M  
to Deploy approximately 15,000  
Alternative Fuel Vehicles over a ten  
year period through 2018”**

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*Makes Largest Commitment to  
Compressed Natural Gas to Date by a  
U.S. Company*

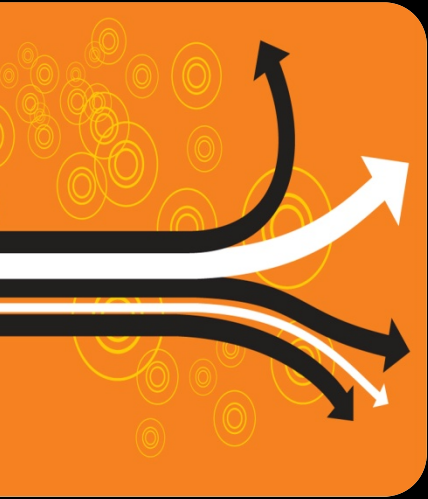
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# AT&T's AFV Mix to Date - National

<b>7,757</b>	<b>AFVs deployed to date</b>
<b>5,554</b>	Compressed Natural Gas Service Vehicles
<b>52</b>	Compressed Natural Gas Passenger Cars
<b>2,121</b>	Hybrid Electric Vehicles
<b>27</b>	Extended Range Electric Vehicles
<b>3</b>	Battery Electric Vehicles



# Why CNG?



- **Compressed Natural Gas Is:**
  - ⇒ CLEAN
  - ⇒ AFFORDABLE
  - ⇒ ABUNDANT
  - ⇒ AMERICAN!

**"A BRIDGE TO THE FUTURE"**

# CNG Vehicles: Benefits to AT&T

- ✓ Reduced consumption of petroleum-based fuels
  - *In 2012, our use of over 3,400 CNG vehicles helped AT&T avoid the purchase of over 2.5M gallons of gasoline*
- ✓ Lowered fuel costs
  - *Over the past 12 months, nationwide CNG prices have been 41% cheaper than gasoline and 47% cheaper than diesel*
- ✓ Fewer greenhouse gas emissions
  - *Since 2009, our CNG vehicles have allowed AT&T to reduce the greenhouse gas emissions from its corporate fleet by over 13,500 metric tons*
- ✓ Opportunity for improved driver productivity
  - *Through the provision of after hours fueling, technicians assigned CNG vehicles are able to spend more time working and less time fueling*

# Our Health, Our Safety, Our World

## *EH&S Considerations*



- Less toxic than gasoline
- Contains a recognizable odorant
- Primary risk is displaced oxygen in confined space



- Higher ignition point than gasoline or diesel
- Lighter than air; dissipates rapidly if released
- Vehicles are crash tested and must meet all Federal Motor Vehicle Safety Standards



- Will not contaminate ground or water
- 20% to 45% less smog producing pollutants\*
- 94% of U.S. natural gas used is domestically produced\*



# Roadmap to Success...

## Learn Before You Leap

- Extensively researched use and safety of CNG as a vehicle fuel and implications to maintenance and repair operations

## Train and Develop

- Worked with conversion suppliers to develop a comprehensive training program for field managers and mechanics

## Deploy Strategically

- Targeted deployment locations based on availability of public infrastructure and OEM/conversion supplier support network

## Foster Collaborative Demand

- Engaged with automakers, aftermarket conversion suppliers, working groups and consortiums to help spark demand for ongoing technological advancement and expanded vehicle options



# Going Forward:

## *We plan to...*

- **Expand** our knowledge of CNG as a vehicle fuel and its benefits to and implications for our fleet
- **Continue** to deploy compressed natural gas vehicles throughout AT&T's service territory
- **Promote** the construction of CNG refueling infrastructure through strategic relationships and by fostering demand
- **Support** the development of advanced and improved alternative fuel vehicle technologies through selective trial and deployment



# At the End of the Day...

**OUR MISSION IS:** To implement an *Alternative Fuel Strategy* which contributes to a **cleaner environment**, reduces our dependence on **imported oil**, lowers our **vehicle operating costs** and improves **workforce productivity**.



The Road to a  
Cleaner  
Future....



# Thank You

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*Rethink Possible*

